

HEALTHALLIANCE HOSPITAL

2017 Hospital Profile

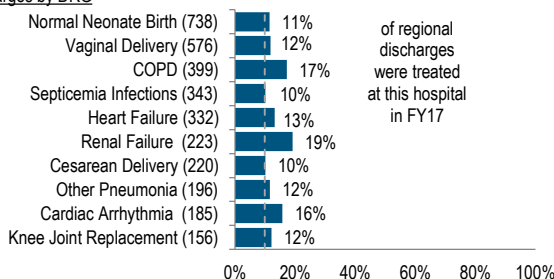
Leominster & Fitchburg, MA
Community High Public Payer Hospital
Central Massachusetts

HealthAlliance Hospital is a non-profit community-High Public Payer (HPP) hospital located in the Central Massachusetts region. It is a member of UMass Memorial Health Care. On October 1, 2017, Health Alliance Hospital merged with Clinton Hospital to form Health Alliance-Clinton Hospital. From FY13 to FY17, outpatient visits at HealthAlliance Hospital increased by 24.0%, compared to its peer cohort median increase of 2.3%. Over the same period, outpatient revenue increased for HealthAlliance by 32.9%, compared to a median increase of 20.2% for its peer cohort. HealthAlliance earned a profit in each of the past five years.

At a Glance	Overview / Size	
	Hospital System Affiliation:	UMass Memorial Health Care
	Change in Ownership (FY13-17):	Merged w Clinton Hospital 10/1/17
	Total Staffed Beds:	93, among the smaller acute hospitals
	% Occupancy:	85.4%, > cohort avg. (66%)
	Special Public Funding:	CHART ⁺ , ICB ⁺
	Trauma Center Designation:	Not Applicable
	Case Mix Index:	0.93, > cohort avg. (0.92); < statewide (1.12)
	Financial	
	Inpatient NPSR per CMAD:	\$6,169
Services	Change FY16-FY17:	-11.6%
	Inpatient:Outpatient Revenue in FY17:	28%:72%
	Outpatient Revenue in FY17:	\$116,197,183
	Change FY16-FY17:	11.6%
	Total Revenue in FY17:	\$191,874,625
	Total Surplus (Loss) in FY17:	\$6,609,706
	Payer Mix	
	Public Payer Mix:	68.9% (HPP* Hospital)
	CY16 Commercial Statewide Relative Price:	0.80
	Top 3 Commercial Payers:	Blue Cross Blue Shield of Massachusetts Harvard Pilgrim Health Care Tufts Associated HMO, Inc.
Quality	Utilization	
	Inpatient Discharges in FY17:	7,746
	Change FY16-FY17:	1.4%
	Emergency Department Visits in FY17:	78,764
	Change FY16-FY17:	2.0%
	Outpatient Visits in FY17:	129,132
	Change FY16-FY17:	2.8%
	Quality	
	Readmission Rate in FY16:	15.2%
	Change FY12-FY16 (percentage points):	-1.1
	Early Elective Deliveries Rate:	Not Available

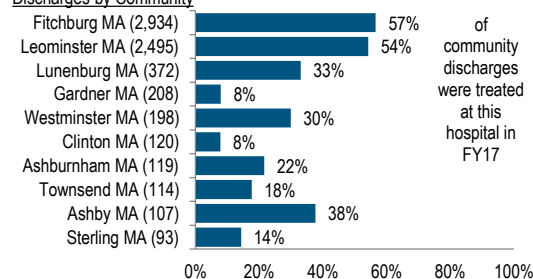
What were the most common inpatient cases (DRGs) treated at the hospital in FY17? What proportion of the region's cases did this hospital treat for each service?

Discharges by DRG

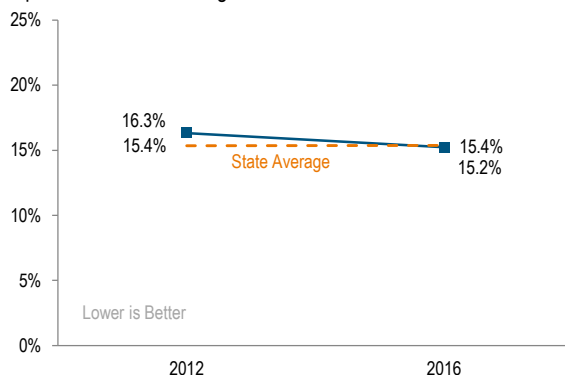


Where did most of the hospital's inpatients reside? What proportion of each community's total discharges was attributed to this hospital?

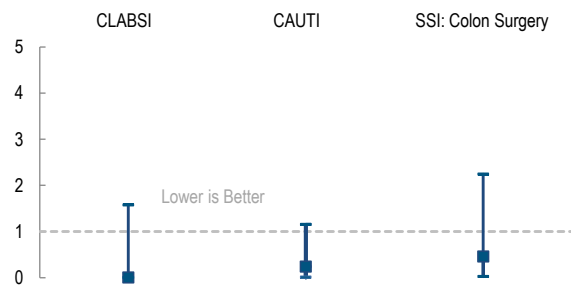
Discharges by Community



What proportion of adult patient discharges from this hospital resulted in a readmission at any hospital within 30 days, and how does this compare to the state average?



How many central line-associated blood stream infections (CLABSI), catheter-associated urinary tract infections (CAUTI), and surgical site infections (SSI) after colon surgery did patients get at this hospital compared to what was expected based on the hospital's characteristics and case mix?



For descriptions of the metrics, please see the technical appendix.

2017 HOSPITAL PROFILE: HEALTHALLIANCE HOSPITAL

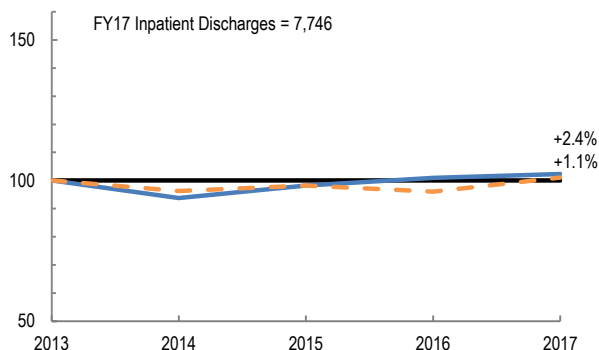
Cohort: Community High Public Payer Hospital

Key:

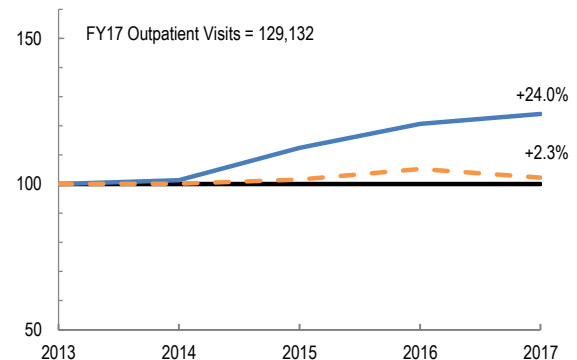


Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

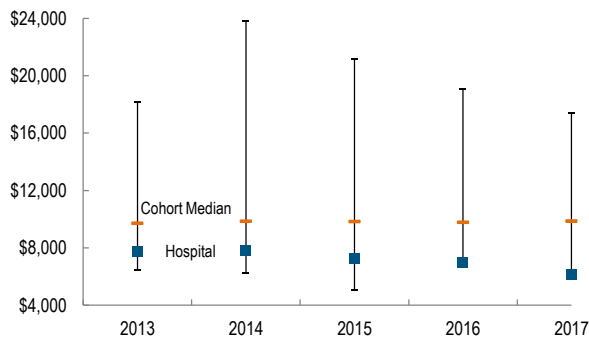


How has the volume of the hospital's outpatient visits changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)

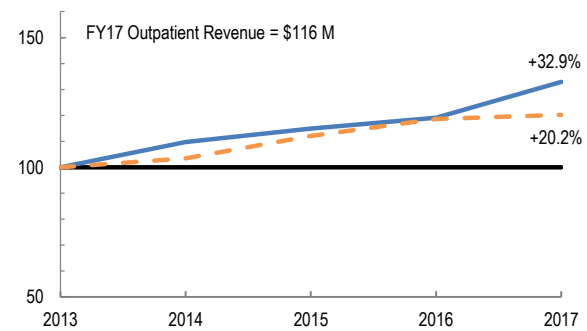


Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY13 and FY17, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY13, and how does this compare to the hospital's peer cohort median? (FY13=100)



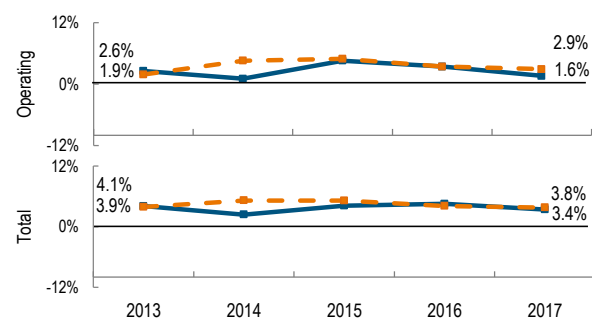
Financial Performance

How have the hospital's total revenue and costs changed between FY13 and FY17?

Revenue, Cost, & Profit/Loss (in millions)

FY	2013	2014	2015	2016	2017
Operating Revenue	\$ 159.2	\$ 161.3	\$ 168.0	\$ 181.0	\$ 188.4
Non-Operating Revenue	\$ 2.4	\$ 2.2	\$ (0.7)	\$ 2.0	\$ 3.5
Total Revenue	\$ 161.6	\$ 163.5	\$ 167.3	\$ 183.0	\$ 191.9
Total Costs	\$ 155.0	\$ 159.6	\$ 160.4	\$ 174.8	\$ 185.3
Total Profit (Loss)	\$ 6.6	\$ 3.9	\$ 7.0	\$ 8.2	\$ 6.6

What were the hospital's total margin and operating margins between FY13 and FY17, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

* High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

^ For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).

° For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).